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CONSUMER GOODS AND DOMESTIC TRADE

No. 10

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CONTENTS

CONSUMER GOODS PRODUCTION AND DISTRIBUTION

Light Industry Minister Stresses Output Quality
(N. N. Tarasov; TRUD, 9 Oct 80) 1

First Deputy Minister on Consumer Goods Situation
(P. Kondrashov; PRAVDA, 23 Sep 80) 3

Food Industry's Role in Georgian Industrial Progress
(O. Ivanashvili; KOMUNISTI, 11 Jul 80) 8

Canning Industry Head Discusses Pluses, Minuses
(D. Kekenadze; KOMUNISTI, 11 Jul 80) 12

Meeting Demand for Meat in Kazakhstan
(Ye. Zaytsev; PRAVDA, 29 Oct 80) 14

Farm Bazaar Problems Discussed
(G. Samsonadze; KOMUNISTI, 13 Jul 80) 17

Steps To Combat Speculators in Tbilisi Kolkhoz Markets Contemplated
(ZARYA VOSTOKA, 22 Nov 80) 23

Many Problems With Bread Supply in Baku Reviewed
(A. Naumov; BAKINSKIY RABOCHIY, 26 Nov 80) 25

CONSUMPTION TRENDS AND POLICIES

Advances Made by Consumer Cooperatives
(A. Smirnov; ZVYAZDA, 19 Aug 80) 29

[III - USSR - 38b]

CONSUMER GOODS PRODUCTION AND DISTRIBUTION

LIGHT INDUSTRY MINISTER STRESSES OUTPUT QUALITY

Moscow TRUD in Russian 9 Oct 80 p 2

[Article by USSR Minister of Light Industry N. N. Tarasov: "Goods for the People"]

[Text] Industry for the people is called light industry, which produces more than half of all consumer goods. Actualization of the important task outlined by the 25th Party Congress of significantly improving the well-being of the Soviet people in the 10th Five-Year Plan depends largely on our branch.

In carrying out this program, and governed by Comrade L. I. Brezhnev's instructions on questions of party economic policy, branch workers have year by year been increasing consumer goods production and improving quality. In 1980 alone, enterprises of our branch produced about 11 billion square meters of fabric, upwards of 1.5 billion knitwear articles, 1.2 billion porcelain articles, more than 68 million square meters of rugs and large amounts of other products.

But the branch has basically been coping with the obligations made on it in a quantitative regard. In the 10th Five-Year Plan, we were to have restructured our work so as to meet the growing demands of the population for stylish, beautiful goods in great demand. The state has allocated nearly 10 billion rubles in capital investment during the five-year plan to develop the branch.

During the five years, a total of more than 350 enterprises have been built or renovated. Now fully operational are the Shakhtinskiy Cotton Combine, the Kemerovo Silk Combine, the Astrakhan Knitwear Combine, a porcelain plant in Bugul'ma, a tannery in Kursk, a thread factory in Nikopol', a spun wool factory in Krivoy Rog, a rug combine in Khiva, the Tbilisi Knit Garment Factory, the Alitusskiy Cotton Combine, a spun worsteds factory in Tokmak, and many other large enterprises.

The technical rearming of the branch has helped us significantly expand the assortment of goods for the people and increase production of items in greater demand in the 10th Five-Year Plan. Unfortunately, we have not rid ourselves fully of the deficit problem. But quite a bit has been done. This year, about 7.1 billion square meters of cotton fabric will be produced. Whereas production of these fabrics has grown 11.5 percent during the five-year plan as a whole, production of cotton prints, which are in greater demand, has increased 32.4 percent, of dress-type fabrics -- 18 percent, and of linen -- 22.5 percent.

Production of children's goods has also increased at high rates. Our readers will probably remember how critical the problem of buying, for example, children's kolgotki (heavy-knitted pantyhose or

tights) was a few years ago. But over the last five years the production of children's knit cotton and mixed-yarn (that is, with synthetics added) underwear and of kolgotki has increased 1.6-fold, of underwear for newborns -- nearly three-fold, and of cotton underwear for day-nursery children -- also three-fold.

Production of table, tea and coffee services has been increased by two-thirds in 1980 as compared with the start of the 10th Five-Year Plan, of cotton-blend jackets -- by nearly 60 percent, of pure wool printed worsted shawls -- by more than 50 percent, of blended-fabric topcoats and jackets -- by 2.5-fold, and of the much sought-after folding umbrellas -- by more than eight-fold.

At the same time, customers still have quite a few justified complaints against light industry. Unfortunately, a large number of goods in demand being produced by our industry still do not meet consumer demands: they are sometimes out of style and are sometimes not of excellent quality. The primary task facing our branch today is to meet fully the growing consumer demand for stylish, beautiful items. Each ruble earned must be covered by commodity resources. With a view towards expanding the assortment and improving the quality of output in the 10th Five-Year Plan, the ministry restructured the work of scientific research, modelling and design organizations in order to accelerate the creation and introduction of high-quality new items into production. Base enterprises were also determined for producing experimental lots of fabrics, materials and finished products made from them in small series.

In our opinion, organizing the study and shaping of consumer demand occupies an important place in the system of steps to improve product quantity, quality and assortment. In this connection, company stores selling small and initial industrial series of fabrics, materials and finished products have been organized in the USSR Ministry of Light Industry system. There are now more than 50 such stores in operation.

Work on product certification is also improving. All goods submitted for sale at wholesale trade fairs are now certified and precertified annually. And only goods in the highest or first quality category are now offered for sale at these fairs. Output in the second quality category is being withdrawn from production or improved.

As a result of such purposeful work, the assortment of output being released is being up-dated significantly each year (in the garment industry, for example, more than half the total assortment), and production of goods with the state Badge of Quality is growing. Whereas 1.6 billion rubles worth of various goods with the honored pentangle was manufactured in 1975, that figure is approaching 10 billion rubles this year.

In conclusion, I shall touch on questions of increasing the production, expanding the assortment and improving the quality of work clothes, work shoes and other items of personal protection. In recent years, scientific research and modelling organizations have developed more than 70 types of new fabrics and materials, 33 types and nearly 500 models of work clothing and 24 types of work shoes. This year, nearly 43 percent more items in this group will be produced than were being produced at the start of the five-year plan, and work shoe production has been increased two-fold.

Labor collectives of light industry are now developing widely socialist competition for a worthy greeting to the 26th CPSU Congress. Higher socialist obligations and counter plans have been adopted, which means Soviet people will receive even more diversified, high-quality goods.

11052
CSO: 1827

FIRST DEPUTY MINISTER ON CONSUMER GOODS SITUATION

Moscow PRAVDA in Russian 23 Sep 80 p 3

[Article by P. Kondrashov, first deputy minister of trade of the USSR: "Trade's Order"]

[Text] The order submitted by the trade system is far from the usual, the ordinary request by a branch for material resources. To a certain degree it constitutes a social order submitted to production and aimed at implementing a principle of our party, which strives for constant improvement of the people's material welfare. This is why it should have a real effect upon the compilation of the production plan.

In reality, unfortunately, trade's orders do not always reflect the real need for commodities, and industry frequently fails to fill them by a large margin. This is one of the reasons for the shortage of a number of goods which has developed in recent years and for the opposite situation, in which so-called slow-moving goods have accumulated.

Trade's order is, of course, made up of two interlinked elements--requisitions from trade's administrative agencies, which reflect overall resource needs, and direct orders, which specify delivery volumes for a detailed list of items.

The validity of these documents depends primarily upon how the consumer demand study is organized. Consumer demand services have been developed within the trade system during the years of the 10th Five-Year Plan. They have now been created in more than 80 percent of the trade organizations and enterprises.

The old system of studying demand, based mostly on intuition, is still used in certain republics for determining the demand for goods, however. This was the reason for an unjustified shortage of kapron jackets which occurred at one time in Azerbaijan and for a shortage of men's suits in Uzbekistan, and for the same reason it was difficult to buy mopeds, electric floor-polishers, irons and ordinary ballpoint pens in Georgia this year.

The validity of orders for goods and the degree to which the demand is met are two aspects of the very same problem, that of making public production more effective and achieving good final national economic results. The problem should therefore be of common concern to industry and trade.

More than 60 industrial ministries are engaged in the production of consumer goods. Most of them still do not study demand, however, and have not worked out long-range programs for developing the study of consumer demand, taking into account the increasing needs of the population and scientific and technological achievements.

A comprehensive consumer demand and forecast system (SKIPS) is now being developed on an experimental basis at the initiative of the USSR Ministry of Trade in Latvia and in Rostovskaya and Chernigovskaya oblasts. This is a promising undertaking and its development should probably be continued as a matter of State importance. Among other things, it would be beneficial to create special market and demand study centers under head industrial ministries, as well as demand study services at enterprises under their jurisdiction.

It was discovered that orders have not been completely filled by one or another branch of industry. Statements and reports have been written up on the situation. And as a rule, the matter ends there: Industry assumes no responsibility for correcting the matter.

It is our opinion that the indicator "degree of satisfaction of orders from trade" must be introduced at the plan preparation stage and in the appraisal of the performance of all branches producing consumer goods, first of all the head ministries. It should be established by USSR Gosplan, based on forecasts of the demand for the specific goods and on long-range branch plans.

The results will be even better if an indicator of the degree of achievement of a sensible consumption level is included in the economic and social development plans (alongside the retail commodity turnover volume). In other words, it should indicate the degree of satisfaction of the people's needs.

Five-year agreements between the main-administrations of the USSR Ministry of Trade and the industrial ministries, which it has now been decided to have, should include specific programs for the systematic achievement of a higher degree of satisfaction of orders from trade and of sensible consumption norms and should encourage increased production and deliveries of commodities. In order to increase responsibility for the implementation of these strategic programs, these agreements should be set for the leaders for the appropriate Union and republic ministries.

Some economists feel that trade cannot effectively influence production, since the ordered volumes are ordinarily limited to market allocations, in addition to which trade enterprises are attached to specific factories. They propose the free selection of a supplier, which, in their opinion, will eliminate the situation in which enterprises force unneeded goods upon the consumer.

Is this the case? In a planned economy with increasing production specialization and an increasingly complex commodity supply system it is impossible to get along without precisely organized freight flows. This is why it is necessary to attach enterprises to suppliers. Furthermore, stable and deep-rooted economic ties between trade and production are what make it possible to compile long-range orders and production programs.

Despite this, there is a procedure in effect today, which practically rules out the possibility for trade to send a detailed order in advance to a supplier assigned to it. Preliminary requests based on production volumes, market allocations and the consolidated product-mix are submitted to USSR Gosplan and Gossnab and to the industrial ministries before 1 April, and then the wholesale markets are held in May and June. Enterprises are assigned to trade organizations literally on the eve of these markets. It is clear to see that a wholesale base or a large store cannot submit a detailed list of goods to the factory at this time. And so, production plans are not compiled on the basis of orders received. Just the opposite, orders are adjusted to conform to a draft plan submitted by the producer. One has to take whatever is offered, as it turns out.

We should restore the role of the order as the basis for the compilation of production plans, and this should be done on the basis of long-term, five-year assignment of trade enterprise to factory. In this case, both parties would have adequate time to improve both the assortment and the quality of the goods. It seems to me that raw materials and working capital should also be allocated to enterprises as the goods are actually sold at the markets. If a factory has been able to conclude agreements with trade organizations which require only 90 percent of its production capacity, then it should receive raw materials and all the rest for only this production volume. When additional delivery volumes are arranged with trade, then it receives the rest of the supplies. This would in effect eliminate any possibility of deliberately forcing unneeded products upon trade organizations. Why not conduct an experiment, a practical test of this system of interrelations between trade and production?

There is obviously no need to say that the fulfillment of an order should be economically advantageous to the supplier. Its performance should be evaluated and it should receive moral and material incentives strictly according to its fulfillment of agreements with trade organizations. In order to do so, however, the fulfillment of commitments specified in delivery agreements should be made one of the most important criteria for evaluating the performance of an industrial association or enterprise.

At the present time they are interested in fulfilling plan assignments only with respect to net output, labor productivity, profit and production cost. They therefore frequently regard their main task as that of bringing the product list into conformity with these plan assignments. This gives rise to the problem of "profitable" and "unprofitable" products.

The matter of the correlation between value and physical indicators also requires careful attention in the planning of consumer goods production. In many cases, for many items, especially those produced by light industry and cultural and household goods, production and sales plans are fulfilled with respect to value indicators, while the actual quantity of goods provided the trade system is reduced. During the first six months of this year, for example, the plan assignment for the production of cotton fabrics was exceeded by 49 million rubles, while the trade system received 87 million meters less than the amount specified.

Aside from economic problems there are also organizational ones, the resolution of which would help to raise the function of the order in the development of the

production program. First of all, we need to improve the preparation and conduct of wholesale fairs. Disagreements sometimes arise between parties at these marts, which sometimes require immediate resolution. They are sometimes dragged out for months on end, however. The reason for this lies in the fact that the fair committees lack legal authority, especially in matters pertaining to the competence of planning agencies. I feel that representatives of USSR Gosplan or that of the Union republic, depending upon the type of fair, should be made permanent members of these committees.

The validity and effectiveness of the order from trade depends upon who puts it together and stands behind it. It is one matter when this is done by a large wholesale base capable of considering the requests of consumers, let us say, of a city or oblast, and another thing when it is a market or even a large department store defending its interests. The volume of demand for the latter is very changeable, and miscalculations are far more frequent.

This is a good place to point out the fact that the opinion held by certain economists to the effect that direct ties between the retail system and factories are always effective, regardless of the type of goods involved, is incorrect. It is indeed always best to establish direct enterprise-retail unit relations for trade in perishables, which are ordinarily produced and consumed within a single city. With respect to cultural and household goods and those for personal use, however, the main purpose of direct relations--that of influencing production--is practically unachievable because of the insignificant portion of the allocations for each retail consumer within the total production program.

Take the articles produced by light industry, for example. At the present time around 40 percent of the market allocations of fabrics, sewn and knitted goods is delivered directly to the stores. An important reason for this is none other than the fact that items produced by light industry account for almost 75 percent of all the nonsalable and slow-moving goods.

This is why one of the most important organizational measures, along with arranging direct ties, should be that of drastically and significantly raising the function of wholesale organizations in the study of demand and in the preparation and defense of the order for the production of goods for the entire region serviced, taking into account exports to other areas of the nation. This is so stated in the decree passed by the CPSU Central Committee and the USSR Council of Ministers on improving the economic system.

The crucial importance of the wholesale commodity in trade's commercial, contractual relations with production should also be accurately reflected in the Statute on Consumer Goods Deliveries.

One frequently hears the following opinion expressed. Why complicate matters? If you haven't ordered the commodity, then don't take it. This is the best way of applying pressure to production. It should be borne in mind, however, that in most cases it is not discovered that a commodity does not conform to that specified in the agreement after the fact, when it has already arrived at the store warehouse after traveling thousands of kilometers. One then has to decide whether to attempt to sell it or to return it to the supplier. If it is returned, then how soon will it be replaced?

In order for the trade organizations not to find themselves "between the frying pan and the fire," they should be given authority, as some scientists and practical workers propose, to reduce the price of goods received from out of town which do not meet the specifications of the agreement, at the expense of industry, and not to count them toward fulfillment of the plan or of the delivery agreement.

I believe the time has arrived, in the interest of the state, to create a standardized document defining the procedure for submitting, coordinating and satisfying the requests and orders of trade, and for conducting wholesale fairs between industry and trade. This also makes sense because we need to define the economic and the legal status of the order from trade considerably more precisely. Such a document would help considerably to strengthen the partnership between industry and trade in the interest of satisfying more fully the growing demands of the Soviet people.

11499
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CONSUMER GOODS PRODUCTION AND DISTRIBUTION

FOOD INDUSTRY'S ROLE IN GEORGIAN INDUSTRIAL PROGRESS

Tbilisi KOMUNISTI in Georgian 11 Jul 80 p 1

[Article by Georgian CP CC Light and Food Industry Department Head O. Ivanashvili under rubric "Chronicle: Our Daily Sector. Republic's Food Industry Under Pre-Congress Review": "On the Rise"]

[Text] Since the start of this five-year plan, Georgia's food industry workers have been in the vanguard of socialist competition. In implementing the decisions of the 25th CPSU Congress and the 25th GCP Congress, they have been boosting output and improving product quality year by year.

Our food industry enterprise collectives have been inspired by the decrees of the CPSU CC's June plenum and the GCP CC's July plenum about the 26th CPSU Congress and the 26th GCP Congress. Today we review the path covered by the food industry in this five-year plan.

At the 25th congress, Georgia's communists spelled out their main economic goal--that of substantially reducing and then wiping out the republic's comparative lag behind all-union levels of industrial and socioeconomic development.

We can state today that the task is being accomplished. Our economy is developing at a rapid and steady pace.

Georgia's party organization, which has a clear understanding of the dialectics of social development at the stage of developed socialism and is guided by its laws, is boldly doing away with everything that is outmoded and is clearing the way for what is progressive, and has managed to direct the enthusiasm and creative initiative of the working masses to resolve the social-economic tasks of the 10th Five-Year Plan.

In carrying out this complex task, a big role is played by the food industry, which accounts for more than 40 percent of Georgia's total industrial output. This feature of the economy's sector structure is due both to the republic's historical development and her soil, climate, and natural and geographic setting, which favor the development of tea farming, vineyards, citrus, tobacco raising, fruit farming, and other southern and subtropical crops.

The major shifts that have taken place in the nation's and Georgia's agriculture and food industry in recent years are largely due to the party's economic and political efforts. These shifts constitute a significant guarantee that we will achieve the main goal--enhancing the material and cultural standard of living of the people.

Considerable work has been done during the 10th Five-Year Plan to further develop Georgia's food industry, making it possible for this vital sector to develop much more rapidly than in the country as a whole.

For example, food industry output in 1976-1979 increased six percent in the country as a whole and 30 percent in Georgia.

It is also gratifying to note that in this sector, as in industry as a whole, production growth was due chiefly to increased production effectiveness. In 1979, for example, 94 percent of the increase in food industry output came from increased labor productivity, and in the meat and dairy industry the entire increase was due to this factor.

Much attention is being focused on enhancing the biological values and taste of food products. More packaged products are being produced and made more attractive, and the assortment is being expanded.

Improved quality is accompanying increased quantity.

In the past year, 22.3 percent of the goods produced by enterprises of the Food Industry Ministry, and 7.1 percent of those in the Meat and Dairy Industry Ministry, bore the state emblem of quality--considerably above planned indicators and higher than the all-union average.

In some enterprises, nearly half of the total output, and sometimes more, bears that five-sided emblem of honor.

In the current five-year plan, growth in food industry output is being accomplished both by intensive factors--improved effectiveness of existing production facility use and higher quality indicators--and by building new plants and factories and putting them into operation.

Some big food industry enterprises have gone into operation during the five-year plan, for example: the Tbilisi and Bzipi meat combines, the Bordzhomi and Bzipi dairy plants, the Akhalkalaki, Giorgitsminda, Lagodekhi, and Tetriskaro animal processing plants, wineries, tea factories, bakeries, and many others. The fishing fleet has been expanded somewhat.

This year will see the start-up of the Sagaredzho Fine Export Winery, the Tbilisi Bakery, the first phase of the Terzhola Wine Combine, and the Kobuleti, Chkhorotsku, Ochamchire, and Zugdidi primary tea processing plants.

Timely preparation of the tea factories for the 1980 season was greatly helped by the 12 February GCP CC and GSSR Council of Ministers decree "Measures To Prepare Enterprises of the USSR Food Industry Ministry's Gruzchay Association of the GSSR Tea Industry for the 1980 Tea Processing Season," as well as extensive efforts by local party and soviet organs.

The 25 March 1980 GCP CC and GSSR Council of Ministers decree "Measures To Prepare Enterprises of the GSSR Food Industry Ministry's Gruzkonservprom Association To Process the 1980 Fruit and Vegetable Harvest" calls this year for putting the Marneuli Canning Plant into operation and the Akhmeta, Kutaisi, Mtskheta, Gardabani, Agara, and Gori canning plants, also the refrigeration and storage facilities of the Gori, Kutaisi, Gegechkori, Zugdidi, Mayakovski, Lagodekhi, and Adigeni canning plants.

The food industry enterprises are doing a great deal to develop, prepare, and produce new kinds of sausage and dairy products, canned fruits and vegetables, juices, baby food, tobacco products, beer and soft drinks, and so on. Efforts are underway to develop and produce dry and liquid dyes for the food industry.

Work got underway during the five-year plan to mechanize manual labor, especially in loading, unloading, and warehouse operations. All sectors are introducing hundreds of Soviet-made or foreign machines, apparatuses, and production lines. Reducing the proportion of manual labor in auxiliary operations is both a technical and a social problem. It is especially vital to mechanize and automate labor processes in the food industry. About 40 percent of the workforce is engaged in auxiliary operations.

We therefore face the task of maximally mechanizing manual labor in the shortest possible time.

We could say much more about the positive changes that have taken place in Georgia's industry in the past few years, especially the food industry. But our achievements in this sector are not yet enough to enable us to process all grapes, citrus, drupaceous and pomaceous fruits, meat, milk, fish, and other raw foodstuffs rhythmically and without losses.

At his meeting with the voters of the Rukhi Election District, CPSU CC Politburo Candidate Member and GCP CC First Secretary E. A. Shevardnadze said, "A great deal has been done, but we can't help feeling a sense of dissatisfaction. New horizons lie ahead, new goals." These words by the leader of Georgia's communists call upon us not only to perceive but also to evaluate correctly what we have achieved and to strive to resolve new problems.

The joint work experience of the Zugdidi Raykom and Gruzchay's management to convert all the rayon's tea factories to mechanized high-extract black tea production merits all-out support and promotion. The task is to spread this experience throughout the tea industry as fast as possible.

Nevertheless, some party and economic officials are not showing the requisite initiative. They are not making use of all reserves and opportunities to raise the economic indicators of each rayon, city, and the republic as a whole. They are not concerned enough for improving work effectiveness and quality.

It is intolerable, for example, that high-quality fruit is being used in the canning industry to make fruit and berry wines, at the expense of canned fruit, plans for which are not being met. There have been many such instance.

Our republic has abundant high-quality resources and great potential for further expanding the soft drink industry and substantially improving its quality. Georgia can supply enough fruit syrup to meet the needs of large industrial centers not only here but in many cities of the USSR, develop company marketing [firmennaya torgovlya] of fruit drinks, and expand exports.

Officials of the fishing industry come in for serious reproach for failing to boost the output of food products.

The final year of the 10th Five-Year Plan and the upcoming 11th Five-Year Plan confront our industry, in particular the food industry, with new, ambitious goals. The rate of production growth will have to rise by at least 8.3 to 8.4 percent this year in order to complete the 10th Five-Year Plan successfully. This requires 200 million rubles of industrial output above the plan, a significant portion of which will have to come from the food industry.

The main directions in our food industry sectors during the 11th Five-Year Plan are spelled out in the CPSU CC and USSR Council of Ministers decree passed recently at Comrade L. I. Brezhnev's initiative, "Measures To Boost the Output of Southern and Subtropical Crops and Further Accelerate the Development of Agriculture in the Georgian SSR."

This document, so vital to the further enhancement of our whole economy, arms all party, soviet, and economic organs, also the profiling and Komsomol organizations, with a clear program for the development of the profiling sectors not only of agriculture but also the processing industry.

By the end of the 11th Five-Year Plan, plans call for boosting annual capacities as follows: to 650,000 tons of tealeaves in primary tea processing; to one million tons of grapes in primary winemaking; and to 700 million standard containers in the fruit and vegetable canneries. With the start-up of new facilities, the Georgian meat and dairy industry's combined annual capacity over the five-year period will outstrip the increase in animal and dairy output.

The economic situation now affords the republic's food industry large scope for the creation of new production operations. Meeting all the food requirements of the population is the specific task of food industry workers in the next few years. They are responsible to the people for handling the processing of all foodstuffs from agriculture.

We have plenty of tasks, therefore, and we must handle them capably and in timely fashion.

As was noted at the 17th GCP CC Plenum, however, "We are obliged to move forward and to look ahead by our main strategic task--that of systematically overcoming the republic's lag behind average all-union indicators with respect to general economic and industrial development levels." In resolving this task, therefore, a vital role is assigned to sectors of the food industry, which produce goods for the people and which intend to complete the 10th Five-Year Plan successfully and greet the 26th CPSU Congress and the 26th GCP Congress with new labor victories.

6854
CSO: 1813

CONSUMER GOODS PRODUCTION AND DISTRIBUTION

CANNING INDUSTRY HEAD DISCUSSES PLUSES, MINUSES

Tbilisi KOMUNISTI in Georgian 11 Jul 80 p 2

[Article by Technical Sciences Candidate D. Kekenadze, head of Gruzkonservprom Industrial Association, under rubric "Chronicle: Our Daily Sector. Republic's Food Industry Under Pre-Congress Review": "The Canning Industry Today and Tomorrow"]

[Text] During the 10th Five-Year Plan, the GSSR Food Industry Ministry and Gruzkonservprom have made significant efforts to further develop the sector's material-technical and raw materials base, to increase production effectiveness, and improve work quality. This has enhanced the canning industry's production-technical and economic potential. Last year, for example, fixed productive capital rose by 17.2 percent over 1975. Fruit and vegetable canning capacity rose by 92 million standard containers or 29 percent, and by the end of 1979 came to 410 million standard containers. By the end of the five-year plan, canning capacity will reach 510 million standard containers. Georgia's fruit and vegetable canning output rose by 22 percent in 1976-1979; the all-union figure was 13.3 percent.

In order to speed up scientific-technical progress and renovate production technology in Gruzkonservprom we installed and put into operation 3,756,700 rubles worth of various modern highly productive technology lines and machinery installations.

Production effectiveness and quality indicators have been enhanced. The labor productivity increase plan has been met every year. According to 1979 figures, the share of top-quality goods stood at 21.1 percent. Whereas in 1975 we produced 975,000 rubles of goods bearing the state emblem of quality, last year we turned out 25.3 million rubles of canning [as printed]. We doubled our output of export goods, which speaks well for Georgia's reputation. Last year we installed complex quality control systems in 15 canneries. Nor are we ignoring aspects of adopting advanced technologies in the canning industry, developing new products, and improving the attractiveness of the goods.

In order to popularize our products, we opened the Narindzhi Salon in Tbilisi, a company outlet for the Gori Canning Combine's natural fruit juices, which is attracting many consumers.

Yes, a great deal has been done in recent years, but the present level of Georgia's canning industry and work quality is not yet up to the standards assigned to us. The canneries' material-technical base is weak. The level of production

concentration is low. Average capacity of the system's enterprises is 13.3 million standard containers, compared with an all-union average of 29 million. The situation is also complicated by the fact that because of past mistakes, our canneries are not rationally located in terms of raw materials zones, forcing us to haul the materials long distances. This tends to lower product quality and results in losses.

Canning production has not been provided with even half of the storage containers for raw materials and auxiliary supplies or refrigeration facilities. The canneries' production quality and sanitation-technical conditions are not up to the modern standards stipulated for food industry enterprises. Working and living conditions are much in need of improvement.

We will face even greater tasks in the coming five-year plan. In 1985 Georgia is to produce 800,000 tons of fruit, 750,000 tons of vegetables, and 350,000 tons of citrus. Statistics indicate that about 450,000 tons of fruit, 190,000 tons of vegetables, and 120,000 tons of citrus will be allocated for processing. In order to process these quantities, the canning industry's capacity will have to be increased to 700 million standard containers by the end of the five-year plan--nearly a twofold rise. Thus it is essential to build refrigeration facilities holding 25,000 tons of raw materials at a time--2.7 times more than at present. To do this, a decree by higher all-union organs calls for 96 million rubles of capital investment in the coming five-year plan, or 2.5 times more than in the 10th Five-Year Plan. Plans also call for the construction of vital projects such as a new Gori cannery to produce 100 million standard containers per year, expansion of the Adzharia Citrus Combine to produce an additional 30 million containers, the construction of a new cannery in Kareli Rayon with a 30-million-container annual capacity, and so on.

To boost production capacity, we must begin today to determine the long-range directions of further sector development.

The interests of Georgia's agriculture and canning industry, we believe, requires the creation of a new sector--a fruit and vegetable drying industry. We believe that this will enable us in the coming five-year plan to make more rational use of our abundant resources and arrange the integrated use of food industry residues.

In the coming five-year plan we will have to resolve problems of providing the public food service network and the republic's Black Sea resorts, especially Abkhazia and Adzharia, with canned, quick-frozen, and semi-prepared meals in order to offer more varied menus. We have some experience in this. Last year the Food Industry Scientific-Research Institute and the Adzharian Citrus Combine started the production of 38-liter cans of fruit compote to be hauled by truck to Adzharia's sanatoriums and vacation homes. Experience has convinced us that this practice is equally beneficial for vacationers and for the workers of industrial and public food service facilities. Unfortunately, the trade organizations have not yet shown much interest.

As we know, the canning industry, as a sector connected directly with agriculture, is greatly influenced by the concern of party and soviet organs, both in the country as a whole and in our republic. This imposes even greater responsibility on us workers of the processing industry to cope successfully with the tasks facing us and have a worthy greeting for the 26th CPSU Congress and the 26th GCP Congress.

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CONSUMER GOODS PRODUCTION AND DISTRIBUTION

MEETING DEMAND FOR MEAT IN KAZAKHSTAN

Moscow PRAVDA in Russian 29 Oct 80 p 3

[Article by Ye. Zaytsev, Kazakh SSR: "Onto the Tables of the Urban Residents—What the Personal Subsidiary Plots Provide"]

[Text] A great deal is being done in Tselinogradskaya Oblast to create good conditions for the development of the workers' personal subsidiary plots. Grain byproducts and crude feed are allocated and pastures and hayfields are assigned the sovkhoz and kolkhoz workers to provide them with sufficient livestock feed. Those who have been most successful in delivering animal husbandry products are sold out of turn motor vehicles, motorcycles and other items in great demand.

Because of the steps which have been taken the total herd of cattle on personal plots has increased by 15,800 head in the oblast over the past four years, and the number of hogs has increased by 26,300 head. In the most remote rayon, Balkashinskiy, for example, the population maintains 16,600 head of cattle. This is twice the number owned at the beginning of the five-year plan. The rural residents sell a considerable portion of their excess meat to the state. A total of 9,700 quintals was procured there in 1979, for example, compared with a plan figure of 7,200. The workers of Atbasarskiy Rayon sold the cooperatives just as much.

All of the operations are equally important—the delivery, the preservation and processing of the products and, finally, the sale of those products. In the final analysis, after all, the consumer judges the quality and the quantity of farm products by that which he sees and is able to purchase in the retail trade system.

Meat is sold at more than 30 stores in Tselinograd. Meat, scarce in some places, is always available there—in winter or summer, at the beginning or the end of the month. We would point out, however, the fact that state stocks for this city with a population of a quarter of a million people have not increased during the past two years.

It all began when the party obkom set the task of activating all reserves in order to increase the quantity of animal husbandry products and provide the residents of all the oblast cities with a continuous supply. A preliminary analysis showed that the rural residents had a great many cattle, hogs and poultry for their personal use. It was not such a simple matter, however, for a resident of a

remote village to sell the excess output from his personal plot. The entire procurement system had to be improved.

In the past, the cooperative workers would fulfill their plan and not worry about anything beyond that, even when people came to them with offers. Last year the rayon unions of consumers' societies were issued larger assignments. They were required to procure 3,000 tons of meat for the urban residents over and above the plan. This was a considerable amount of meat. The oblispolkom workers were naturally aware that without effective local assistance the assignment was not likely to be met.

The workers in every rural soviet set about the task without delay. They filled out the required papers and organized a smoothly functioning veterinary service. Specially equipped trucks were sent to the villages on days designated in advance.

I. Shendrik, chairman of the Tselinogradskaya Oblast Ispolkom, was charged with monitoring the fulfillment of the procurement plan. He received daily reports from the sites, every disruption in the work was thoroughly analyzed, and most importantly, the procurement agents were promptly provided with transport means whenever they were needed. Most of the rayons are now shipping livestock without disruption to the oblast center.

Since the processing base of the oblast union of consumers' societies is still inadequate, all the procured livestock go to the state meat-processing combine, with which the cooperative workers have concluded a mutually advantageous agreement. Immediately after the animals are butchered and dressed the cooperative trade organization takes over the meat. Since the rural residents sell their surplus mainly in the fall, a place had to be found for storing the meat. Once again the meat-processing combine to the rescue: It assigned room for 500 tons of meat in its cooler for the cooperative workers.

A decision also had to be made as to where the meat was to be sold, and by whom. The cooperative trade organization in Tselinograd has only three of its own stores. If even five sales personnel were added there, there would still be lines of customers. They turned for assistance to the state retail system. The system's workers understood the problem of the cooperative workers and helped them out. Stores were selected in such a way that it was equally convenient for the residents of any street or micro rayon in the city to purchase meat.

In addition, since the beginning of the year advance orders for meat have been taken at the "Kazakhsel'mash" plant. When she begins her shift a worker places her order for the amount of meat she needs and then picks it up after work. This sytem has also been set up at four other enterprises in Tselinograd. The cooperative trade organization pays for all the state trade services at a rate of 5 percent of the amount received for the products sold. There is continuous monitoring of the sale of the consigned meat. The soviet offices receive daily reports on each trade site.

"We believe," we are told by N. Morozov, first secretary of the Tselinogradskaya Oblast Committee of the Kazakhstan Communist Party, "that the problem of providing the urban residents with meat has been solved to a certain degree. While during the first six months of 1979 the oblast union of consumers' societies sold 750 tons of this valuable product, more than 964 tons was sold during the same period of this year. We are now talking about improving the caliber of trade and expanding the assortment of meat products. Special attention is being given to providing the population with feed for livestock and with young animals for fattening. Around 30,000 pigs and almost 1 million fryers have already been sold off the plots this year."

When we study the possibilities of neighboring oblasts we arrive at the conclusion that meat sales could be set up in a similar manner everywhere. This is confirmed by the following fact alone. Since the beginning of this five-year plan the number of cattle at the personal use of the population has increased by 116,000 head in the five oblasts of Northern Kazakhstan, the number of hogs has increased by 130,000 and the number of sheep and goats by 45,000 head. An especially sharp increase occurred following passage of the well-known decree by the party and the government on the development of personal subsidiary plots. This means that we should prepare ourselves to deal with even greater surpluses. In Kustanayskaya Oblast, however, the rural residents sell most of their meat at the market. The cooperative trade workers of Kokchetavskaya Oblast have also not thoroughly organized the procurement of meat from the population. Those in Turgayskaya Oblast have even great possibilities. The total number of hogs, for example, is the same there as in Tselinogradskaya Oblast, although the population is only one-third as large. The oblast center, the city of Arkalyk, has the large "Kooperator" store. We visited it and found the shelves empty.

The decree passed by the CPSU Central Committee and the USSR Council of Ministers on personal subsidiary plots indicates their importance in the development of the nation's entire food system. The cooperative workers of Tselinogradskaya Oblast are acting in accordance with the demands of life. This has helped to solve the important problem of providing the urban residents with meat. I believe that this valuable experiment should be repeated in neighboring oblasts.

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FARM BAZAAR PROBLEMS DISCUSSED

Tbilisi KOMUNISTI in Georgian 13 Jul 80 p 3

[Article by G. Samsonadze under rubric "Pluses and Minuses of Kolkhoz Trade": "Look to the Bazaar!"

[Text] Let's be frank: It would be hard to find anyone among our friends and neighbors who, taking at least a cursory look at our kolkhoz bazaars, has not complained about the high cost of the bounty of our abundant earth, about the proliferation of suspicious riff-raff from all over standing behind the counters, who has not spoken ruefully about the wretched culture of the tradespeople.

Like it or not, we cannot get around reality, and this widely entrenched idea about today's kolkhoz bazaars is all the more thought-provoking and alarming because it is not subjective. Official statistics, unfortunately, bear it out.

Clearly, a bazaar is a complex mechanism. Bazaar price fluctuations and, in general, state regulation of kolkhoz trading on the highest level are influenced by many natural, economic, organizational-technical, and social-psychological factors requiring profound study and analysis. But we must also state frankly that there is a range of problems whose resolution does not take any extensive analysis. We can and should exert significant if not decisive influence on the current situation in our bazaars.

What, specifically, is meant by this?

When Responsibility Is Not Carried Out

It would be wrong to say that the party and government have in any way neglected the expansion and development of the bazaar's material-technical base. Substantial funds have been allocated to build new facilities and rebuild and renovate old ones, to outfit them with up-to-date equipment.

Much has been done along these lines especially since the Fifth GCP CC Plenum.

A few figures will confirm this. In the past 18 months, 34 kolkhoz bazaars and 25 meat, dairy, and food veterinary-monitoring laboratories have been rebuilt or thoroughly overhauled. Some 175 modern enclosed pavilions and 40 refrigeration facilities have been installed, and so on.

All of this has come about through the efforts of those departments and organizations who understand the vital social and economic role of the kolkhoz bazaars in our people's everyday life. And whereas the workers of Chiatura, Poti, Telavi, Zestafoni, Gurdzhaani, and other cities have nothing but good to say about their revived bazaars, the people of Sukhumi express justified dissatisfaction about the construction of their enclosed bazaar, which has dragged on for nearly two five-year plans.

It has gone so far that the endlessly lagging project was the subject of discussion in high-level organs, and the decision was made to complete it in 1979. But, very likely, they will be hard put to complete it this year either--to this day they haven't agreed on what type of roofing the building is to have, because the technical documentation has been changed (for the umpteenth time!), and that, of course, takes time.

There are any number of reasons for this failure to solve the problem, and the republic's Construction Ministry may have an excuse this time too, but Sukhumi's workers have heard enough--now they want to see what they've been waiting 10 (?!) years for.

Naturally, the kolkhoz or sovkhoz worker is hardly unconcerned about where and under what conditions he is to sell the goods he raised by his own toil. Therefore, we ought to pay more careful attention to the adoption of any and all innovations in bazaars to improve trading conditions and regulate dealings with bazaar personnel. And if we promise something and pass resolutions, we ought to be good enough to keep our word.

A few years ago the kolkhoz bazaars in a number of cities of the fraternal republics set up trade service bureaus, and they have proved their worth. They help the bazaar's tradespeople sell their goods without having to spend all their time in the city standing at the sales counter, so they can attend to their own personal needs. Our own trade sector officials have approved the innovation, and the Trade Ministry issued an order in September 1979 to set up such bureaus, but the matter has never come to fruition.

Another analogy. In order to step up efforts against negative phenomena and improve the quality of services to kolkhozniks, it was decided a couple of years ago to introduce in some of the larger bazaars such innovations as numbering [zanumerovaniye] the stalls, installing weight scales, and issuing auxiliary trade equipment and sanitary clothing from special offices located right among the lines of stalls. The responsibility for this was assigned, among others, to officials of the Tbilisi Central Kolkhoz Bazaar (G. Gogishvili, director). How well the assignment was carried out can be clearly observed by bazaar buyers and sellers alike--not a thing has changed.

How can we forget that the environment we create for the farmer coming to market, the material manifestation of our concern, is vitally important in shaping his behavior, in soundly evaluating both his own and others' labor?

The Cart Squeaks Where the Load Is Heaviest

I was reminded of this old saying by a shrewd farmer who said, "But sir, what can I do? I have to charge high prices because first the drivers who brought me here skinned me, and then the bazaar people. It all adds up."

His words came back to me when I was gathering material for this article.

Who, in fact, is supposed to provide the kolkhoznik or sovkhoznik with transportation when he brings his surplus produce from farm to market? First of all, the kolkhoz bazaars, with the trucks they have at their disposal, the kolkhozes and sovkhozes, which have been authorized to rent their vehicles available to the farmers, and truck outfits assigned by the Automotive Transport Ministry to the bazaars.

But what happens in fact? Most of the 59 trucks at the disposal of the bazaars are worn out and unfit for service.

In view of the situation, the Council of Ministers issued a directive to the appropriate organs to allot 50 vehicles to the bazaars in 1980, including 20 trucks. But in fact only one garbage truck (?) was allotted.

To this day nothing has been done to carry out the Council of Ministers' directive, issued several times to the Automotive Transport Ministry, to assign transport facilities for the bazaars of Sukhumi, Batumi, Kutaisi, Zugdidi, Tskhakaya, Makharadze, Poti, Telavi, and other cities. Nor are they getting any help in this from local soviet organs, kolkhozes, and sovkhozes.

All the farmer can do is seek out a private vehicle, and it costs plenty to rent--at best. Often, however, the farmer standing helplessly by the road to market is taken advantage of by spekulant drivers, "professional" resellers, and the like, who buy from him wholesale and then turn around and sell the produce at exorbitant prices.

For example, at the Tbilisi Central Bazaar authorities arrested one Z. Tabagari, an electric train engineer of Brotseula Station, who had acquired 130 kilograms of vegetables for speculation.

Again, N. Lekvinadze and B. Babunashvili were dealing in watermelons they had bought from the farmers at the Poti Kolkhoz Bazaar, and B. Kvantaliani, a nurse, was caught dealing in poultry at the Samtredia Bazaar. Instances like that are common.

The lack of organized delivery of produce to the trade stalls creates conditions no less favorable to extortion. The bazaars do not have enough handcarts and electric cars, and so casual persons or bazaar groundskeepers convey it "on the side," at the expense of the job they should be doing and, naturally, for quite a price.

The bazaar statute clearly states that "The kolkhoz bazaar is to provide for the weighing of tradespeople's produce and conveyance to the trade stalls." What good is such a statute, when it is violated at every step, thus promoting "organized" extortion instead of organized service?

It is hard to believe that a bazaar manager would fail to note, for example, that at Tbilisi's Navtlugi Kolkhoz Bazaar (G. Pandzhavidze, director) Sh. Bakakuri and R. Mailova, in charge of scale rental office No 1, have been overcharging produce sellers one ruble each to rent scales. Or the fact that A. Kukava of the Sukhumi Kolkhoz Bazaar (P. Bartsitsi, director) has been overcharging farmers by overstating the amount of their goods to be stored overnight.

Let's not fool ourselves by thinking that these are petty or isolated facts. Statistics say otherwise. Out of 561 facilities checked into last year and the first five months of this year, similar crimes and other violations were found in one out of three.

Who if not the bazaar director, the bazaar board's commission in charge of preventing crime and responding to violations, and bazaar militia precinct officers should be catching these crooks and taking effective steps to root out this kind of thing? After all, as the old saying goes, It takes a mother to understand her tongue-tied child.

Well, the illegal actions committed by certain unworthy workers in the bazaars, which bazaar officials either cannot or do not wish to see, are clearly perceived and appropriately reacted to by farmers coming to market, like my above-mentioned shrewd friend.

We Ought To Know Who Is Trading

It is an elementary truth that a vital factor in regulating bazaar prices is an abundance of produce. It is supposed to be provided by the kolkhozes and sovkhozes marketing their own surplus on the basis of agreements drawn up with the bazaar boards. But what is the situation today? Intolerable, to be frank about it. Such produce accounts for only two percent of the bazaars' turnover. Agricultural enterprises of a number of rayons (Kaspi, Tianeti, Vani, Gori, and elsewhere) have taken a purely formal attitude toward these agreements, and some of them (Mtskheta, Kvareli, Akhaltsikhe, Tsiteltskaro, and others) simply refuse to enter into this vital collaboration with the bazaars.

Many kolkhozes and sovkhozes plead that after turning their produce over to the state they "have no surplus." This may be so, but then why keep drawing up new agreements year after year?

It is clearly time to get more definite and specific about bazaar, kolkhoz, and sovkhoz cooperation, to seek out optimal and realistic forms to ensure implementation of agreement stipulations--at least give such agreements the force of law and impose appropriate sanctions for noncompliance. We think this would substantially enhance bilateral responsibility and control both with respect to the quantity and the quality of the farm produce, especially considering that the produce displayed in many of the bazaar shops is not very attractive to the consumer, yet the bazaar boards lack the right to exert effective control over them.

Anyone entering the bazaar to shop can hardly fail to be astonished by the fixed prices, unusual in bazaars, and by the "permanent portrait gallery" of sellers. It has gone so far that you hardly dare haggle with some of them--it's no use; they are convinced no one in the whole bazaar can beat their price.

Who are these people who take over the bazaar stalls summer and winter as if they were in their own shop? And what all are they dealing in?

Bazaar officials say they have no official right to demand credentials and, after all, speculators aren't going to wear badges proclaiming the fact. All right, but consider the exacting demands we impose on the personnel in charge of meat, dairy, and food veterinary-sanitary monitoring: every day they must verify and list where the particular goods come from, and its quality. And the night-time personnel have to fill out incoming and outgoing receipts for goods to be stored, complying strictly with regulations and accurately recording surnames, names, patronymics, and places of residence.

Surely, precise and coordinated efforts in these aspects at least would serve as a preventive means of determining who is regularly dealing in what in our bazaars, and where they are getting all these goods. For example, one A. Tsurtsumia, arrested in the Zugdidi Kolkhoz Bazaar, was found to have in his possession four tons (!) of beans taken from the Zugdidi Raykooperativ's Central Warehouse. And G. Nadikashvili of Tsnori was offering customers in the Lagodekhi Bazaar factory-made cheese, and probably not for the first time, either.

Order Begins with the Bazaar Worker

Iron won't harden in fire, as the saying goes. Stopping the bazaar depredations of all manner of extortioners and speculators and enforcing law and order depend above all on the self-discipline, competence, and honest performance of each and every bazaar worker.

The idea still persists, unfortunately, that anyone who can count money is fit to work in sales, in particular in the bazaars. Now we are faced with the consequences of this long-entrenched erroneous notion: about 48 percent of all kolkhoz bazaar personnel do not even have a secondary education; they have not a trace of elementary tact or courtesy in working with people.

To this day, the republic's Kolkhoz Bazaar Administration (M. Chachkhalia, chief) has failed to carry out any well-thought-out, practical measures to create a well-ordered system of indoctrination work and to improve the collectives by recruiting women and young people. Thanks to the formalistic attitude of the administration toward worker certification, bazaars in the various cities still employ all kinds of people convicted of crimes, people occupying materially responsible positions.

Frequently, bazaar directors manifest lack of principle, a suspicious indulgence and leniency toward their subordinates, covering up for them even in cases involving organizational improvement of the sector and dictated by the vital interests of the business.

Here's one example. In order to regulate immoderately bloated bazaar controller staffs, the Trade Ministry directed the republic's Kolkhoz Bazaar Administration to reduce certain workforce contingents, in particular in some of Tbilisi's bazaars.

Instead of carrying out the order, the particular directors high-handedly and illegally designated 35 workers as carpenters, mechanics, plumbers, and similar "posts" while they in fact continued to do their regular jobs. Well, you can't hide fire in a haystack, as the saying goes, and now more than six months have gone by, and the "struggle" between the administration and the bazaar directors concerning the abolition of these fictitious staffs is still raging. According to information from the Tbilisi Ispolkom's Trade Administration Kolkhoz Trade Department, by 16 May 1980 only nine (?!) people had been dismissed.

Where do we get the notion that only property theft or hooliganism constitute illegal acts? Isn't the failure to carry out the decisions of directive organs and the orders of a ministry or department just as damaging and illegal? If an executive has to choose between the law and his conscience [as printed], he does not have the moral right to call himself an honest man, a leader dedicated to the welfare of the collective. His is a false concern which can only damage society, and its negative imprint is clearly manifest in many of our bazaars.

These times demand that we man our bazaars with honest, respectable, professionally skilled cadres, that we enhance their responsibility. Success in this will require the joint coordinated efforts of the Trade Ministry and local party and soviet organs, efficient and competent decisions.

Recently a republic kolkhoz bazaar aktiv was held in the GCP CC to discuss the serious shortcomings of the bazaars and matters pertaining to strengthened state discipline and stepped-up efforts against produce speculation. Specific measures were mapped out.

The main thing now is for all ministries, departments, and organizations in any way responsible for improving the work of our bazaars to take active steps to carry them out.

Let us always keep in mind that today's kolkhoz bazaar is more than merely an enclosed and covered marketplace--it is an integral part of our daily life, and its "pulse chart" affects every working family's budget.

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STEPS TO COMBAT SPECULATORS IN TBILISI KOLKHOZ MARKETS CONTEMPLATED

Tbilisi ZARYA VOSTOKA in Russian 22 Nov 80 p 4

[Article: "The Kolkhoz Market -- a Blow Against Speculators"]

[Text] A real blow against speculators in the kolkhoz markets of Tbilisi has been struck: price ceilings have been set for similar agricultural products there.

All the same, how did the speculators influence the market price mechanism?

The veil was lifted from the basically primitive "technology" by N. Lomouri, a kolkhoz member from the town of Kordi in Goriyskiy Rayon. She said, "At the market I was often met by strangers who would ask what price I intended to charge for my products. My price would seem low to them, and they would tell me theirs, about twice as much. Although this price was higher, it still would not be good for a kolkhoz member because you would have to stay longer at the market to sell at that price. For a working person that is not profitable.

"I have a family at home and many things to do, and every day spent in the city is an extra expense. There were times when these resellers bought up all my products at the original price. I knew that they would resell them at a speculative price, but I was saving time..."

The fight against speculators is under way, but it turns out that it is not an easy matter. Many of them have legal "covers": a small private garden and an authorization to trade in surplus farm products. It is almost impossible to figure out if the person is selling his own surplus products or someone else's that were bought up for speculative purposes.

Nonetheless, employees of the OBKhSS UVD [Department for Combating Embezzlement of Socialist Property and Speculation of the Administration of Internal Affairs] of the Tbilisi City Executive Committee are frequently able to expose speculators no matter how they cover themselves. For example, M. Beridze, of Batumi, was selling mandarin oranges at four rubles a kilogram, but it was discovered that he had bought them from kolkhoz members at two rubles. In another case Sh. Agadzhanov, a driver from a kolkhoz in Mukhrani, Mtskhetskiy Rayon, was selling piglets, which he bought for 30 rubles apiece, at 50 rubles.

"The speculators give us no peace," N. Tskrilashvili, head of the OBKhSS UVD of the Tbilisi City Executive Committee, told our Georgian Information Agency

correspondent. "The trade organizations must help us clean them out of the kolkhoz markets. The story of N. Lomouri is certainly not made up. Imagine if, when she came to the market, she were met by a representative of the city trade system, not by a speculator. She would sell the representative all of her products, and they would be offered for sale here in the market, but at market prices, not speculator's prices. It would benefit both the kolkhoz member and the consumer, and the trade organization as well. Then there would be no place for speculators in our kolkhoz markets."

The Administration of Kolkhoz Markets of the republic Ministry of Trade agreed with this proposal. What is more, the idea is close to implementation. A plan is being worked out to set up what will be called "convenience bureaus" at the kolkhoz markets of Tbilisi. One of their functions will be to buy farm products from country people.

Let us go back, though, to the new prices in the kolkhoz markets. Perhaps they have driven away the kolkhoz members? According to figures from the Administration of Kolkhoz Markets, the influx of agricultural products has increased in the last year. About 5,000 kolkhoz members occupy stalls at the markets each day.

Only the first step has been taken to straighten things out at the kolkhoz markets. What comes next? There are numerous plans and proposals, but they all come down to the same basic scheme: help the kolkhoz member market the products and give a fair reward for the labor expended while enabling citydwellers to buy the farm products they need.

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MANY PROBLEMS WITH BREAD SUPPLY IN BAKU REVIEWED

Baku BAKINSKIY RABOCHIY in Russian 26 Nov 80 p 4

[Article by A. Naumov: "Bread for Supper -- Why Is There No Bread in Many Baku Stores at Peak Shopping Hours?"]

[Text] The concept of "peak" hours seems to have arisen in the urban transportation system, but it quickly spread to all the other service spheres. Trade in the city of Baku is no exception. It is during these peak hours, from 1700 to 2000, that stores sell the largest quantities of goods. This is when lines form and the need for widespread implementation of fast, progressive methods of service becomes most apparent. At first glance, however, this does not seem to apply to bread; it comes in discrete units and can be distributed quickly. In fact, it disappears from the shelves and racks so fast that the chief complaint heard in the peak hours is: there is no bread.

It is easy to find out that the complaints are justified; you only have to travel around the city at these hours. But why does the shortage occur?

According to information from Bakkhlebtorg [Baku Bread Trade Organization] we learn that 280-300 tons of bread is sold in Baku each day. The overall plan for sale of bread is overfulfilled. Interruptions in supply of bread products to the store are caused by significant violations of the delivery schedule.

Thus, there is no shortage. Sooner or later, but mostly later, the customer gets the bread. But of course, this is not a satisfactory answer. Like dinnerware, bread is needed at suppertime, not anytime. But why is the schedule violated?

First let us look at the objective factors. The city is steadily growing, and the demand is increasing accordingly. But the enterprises of Azkhlebprom [Azerbaijan Bread Industry] have not been modernized for a long time and it is increasingly hard for them to satisfy trade demands. The vehicles of the transportation office are greatly overworked during the peak hours. For these three hours the enterprises and special vehicles must work at their maximum level. The slightest problem will derail them.

There are plenty of problems. To begin with, the schedule itself is flawed; some of the stores have been left out of it. But they have to receive bread.

Therefore, for this reason alone it is inevitable that products will have to be produced and trips made beyond the plan.

In the first six months of 1980 about 100 tons of bread and bread products were rejected for poor quality and returned to the suppliers. This means that the vehicles, despite already being overworked, are forced to make "empty" runs. In addition, the time spent clarifying relations between receiving clerks and the store manager also have to be classed as unproductive expenditures.

Serious complaints are made about the plant dispatching service. Of course, the dispatcher has a hard job. But every mistake made by a dispatcher means empty counters in the stores and more trips for receiving clerks and vehicles. This is the kind of mixup that ultimately causes the planned supply process to become a chaotic "hole-plugging" effort.

More flagrant, deliberate violations are also possible during the peak hours, when stores are calling to the plants and asking for bread. Akper Bagirov, receiving clerk at Bread Plant No 4, had bad luck: store No 188 rejected a batch of slightly burned bread. According to the rules, it is supposed to be returned to the plant where the defective goods are turned in and a new batch issued. But Bagirov thought this took too long, so he showed initiative... by changing the destination number in the invoice and, with no difficulty, rerouting the bread to another store, No 141, where they paid no attention to its quality.

In this case the plant avoided one claim for replacement. But even if the defective goods find a market, this cannot help the enterprise. Moral losses are the beginning of material losses. No resounding phrases about the need to struggle to improve the quality of products will overcome the plant employees' conviction, confirmed in practice, that the stores sell everything.

Unfortunately, during the peak hours that is often exactly what happens. The truck carrying still-warm bread pulls up to a store full of impatient customers. They take the bread quickly, regardless of quality. And if the store manager acts on principle, the offended dispatchers punish him for his obstinacy in their own way.

The same store No 188 rejected a batch of products from the Baking-Yeast Combine (against whom trade workers have an especially large number of complaints). On the next day the combine's bread delivery to the store was 300 kilograms short and then for a whole week it kept deliveries at 50 percent of schedule. The situation was not straightened out until the city trade organization stepped in and took strong measures. But the main victims were the customers!

Let us look at the schedule from a different vantage point. It presupposes that the bread will be baked, delivered to the stores, and sold in a fairly short period of time. But the enterprises of Azkhlebprom work on two and three shifts. The question suggests itself: Why not deliver an adequate amount of bread to the stores ahead of time?

It is not a bad idea in principle. In most cases, however, there is nowhere to which the bread can be delivered. Only 63 of the 155 stores of Bakkhlebtorg fully meet sanitary norms, and 92 of them (38 portable wood kiosks) are in fact

not suited for receiving, storing, and selling bread. Many of them do not have running water, plumbing, and heating systems.

There are various ways to solve the problem. One way is to build new stores; this is fairly difficult if we consider that they would have to be built in old, built-up areas. Another way, proposed by the managers of Bakkhlebtorg, is to redistribute already existing trade floor space; in many cases this is also hard to do in practice. But it is obvious that the construction of new, streamlined bread stores cannot be postponed indefinitely.

Another question deserves attention. Bakkhlebtorg only serves the four rayons in central Baku: imeni 26 Bakinskikh Komissarov, Narimanovskiy, Nasiminskiy, and Oktyabr'skiy. The other bread selling organizations are the raysmeshtorgi [possibly rayon mixed trade enterprises], the Azneft' [Azerbaijan Petroleum] workers supply administration, and the workers supply division of the Azerbaijan Railroad. It is especially difficult to plan supply under such conditions. When there is no bread in Shaumyanovskiy Rayon in the evening, people take the metro to Narimanovskiy Rayon. When the workers supply division closes one of its stores for repairs the number of customers at Bakkhlebtorg increases. Because each of the bread selling organizations operates and makes decisions independently, without coordinating with its neighbors, breakdowns in supply are inevitable. It is perfectly obvious that coordination of plans and orders is essential in such a case. And it would be much more convenient to accomplish it by concentrating bread trade in one place.

Nonetheless, the main thing is still the question of relations between industry and trade. The conflict between the dispatchers at the Baking-Yeast Combine and store No 188 already gives some idea of the situation. But the conflicts are not limited to this. The trade people are not satisfied by the condition of the trays in which the products are delivered, but industry tries to excuse itself because of the difficulty of steaming and drying them. To clerks the importance of the appearance of bread products is obvious, but workers at the bread plant are only concerned with weight. Fifteen stores of Bakkhlebtorg have organized active study of consumer demand, but Azkhlebprom is in no hurry to use the resulting information. The baking industry and the stores, however, have the same job: to satisfy public demand as fully and well as possible. This requires the closest possible working ties and full mutual understanding.

Bakkhlebtorg has been seeking such contacts in recent months. Representatives of the bread plants have been invited to consumer conferences held in all four of the rayons served by the trade organization. Although it not particularly enjoyable to listen to criticism of the quality of your products, Azkhlebprom has admitted that these meetings were useful. Joint meetings of employees of industry and trade are being held. At one of them there was a very thorough discussion of the quality of work by the dispatcher service. Representatives of Bakkhlebtorg are now permanently stationed at the bread plants. But no concrete results have been seen yet from these contacts and meetings. The representatives of the trade organization, for example, in reality are duplicating the work of the plant dispatchers, whereas it would have been possible to agree upon a preliminary (before dispatching to the stores) check of the quality of output, which would immediately reduce the number of empty runs by the trucks. Moreover, such monitoring would force the plant workers to straighten things out.

In his speech at the October 1980 Plenum of the CPSU Central Committee, Leonid Il'ich Brezhnev underscored the necessity of industry depending strictly on trade, on the consumer. Today, when the subject is bread, the Baku consumer is dissatisfied. The point of the complaint can be put succinctly: timely delivery, quality, assortment. We should recall that some very sharp words were spoken on this subject at the recent plenum of the Central Committee of the Azerbaijan Communist Party. Behind each of these complaints is a whole series of problems, and until they are solved there is no question of providing outstanding service to the people of Baku. These problems must be solved now. They must be solved by combined efforts, in the interests of the consumers.

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ADVANCES MADE BY CONSUMER COOPERATIVES

Minsk ZVYAZDA in Belorussian 19 Aug 80 p 2

[Article by A. Smirnov, Chairman of the USSR Central Council of Consumer Cooperatives: "New Achievements for Members of Cooperatives"]

[Text] These days each and every Soviet citizen, each and every work force in this country is filled with resolve to honor the 26th CPSU Congress with the very best labor successes.

Consumer cooperative officers, just as all Soviet citizens, view preparations for the congress as a comprehensive and necessary examination of their work achievements and shortcomings, and determination of new targets and ways of improving the provision of services to the population.

This year, the final year of the 10th Five-Year Plan, is meaningful for Soviet cooperative workers in that the activities of consumer cooperatives -- this, the world's most vigorous socioeconomic organization, which unites approximately 60 million shareholder-members -- are directed toward successful implementation of the CPSU Central Committee and USSR Council of Ministers decree of 11 November entitled "On Further Development of and Improvement in the Activities of Consumer Cooperatives." The conclusions and tasks formulated in this most important document form the basis of the resolutions of the 10th All-Union Cooperative Congress held at the end of last year.

Cooperative members have adopted as a fighting program in their work the CPSU Central Committee and USSR Council of Ministers decree, which constitutes a new and innovative synthesis of the ideas of V. I. Lenin on cooperative activities, and consistent implementation of the party's policy course of all-out enhancement of the role of cooperatives in building communism.

The Central Council of Consumer Cooperatives met in April 1980, and ratified a concrete plan of measures for implementing the decisions of the November (1979) CPSU Central Committee Plenum and the instructions of Comrade L. I. Brezhnev pertaining to more active participation by consumer cooperatives in resolving a number of problems dealing with the economy, and the CPSU Central Committee and USSR Council of Ministers decree entitled "On Further Development of and Improvement in the Activities of Consumer Cooperatives," as well as the resolutions of the 10th Cooperative Congress.

Now officials and members of consumer cooperatives, inspired by the decisions of the June (1980) CPSU Central Committee Plenum and the report by Comrade L. I. Brezhnev at the plenum, are broadly engaging in socialist competition to honor the 26th Congress of our Leninist party. The plan targets for the first four years of the five-year plan and the first half of 1980 have been successfully fulfilled in the principal indices.

The multisector cooperative economy -- trade, public food services, procurement of agricultural products and raw materials, manufacture of consumer goods, construction, and foreign trade -- are experiencing further development. But this development is taking on fundamentally new features: its foundation comprises comprehensiveness of resolving problems with the aim of better mobilization of all available reserves.

Guided by the CPSU Central Committee and government decree on further development of consumer cooperatives and acknowledging the ever increasing role of long-range comprehensive programs in this country's economic and social development, the 10th Cooperative Congress and the April meeting of the Council pledged USSR Tsentrosoyuz and unions of consumer cooperatives to take active part in their implementation, and additionally to elaborate and implement three large comprehensive long-range programs in the coming five-year plan.

One of these programs involves achieving greater efficiency in the activities of the cooperative organizations and enterprises. The aim of this program is to boost the level of management of the various areas of cooperative activity and to ensure comprehensive development of the cooperative economy as a whole. Emphasis is on coordination of planning economic development and the material-technical foundation, comprehensive utilization of scientific and technological advances in these sectors, and intersectorial cooperation in accomplishing the common main task -- improving the efficiency and quality of work performed by all components of the unions of consumer cooperatives.

In the current five-year plan consumer cooperatives are carrying out a long-range program of comprehensive improvement in efficiency of trade. It will be completed by the end of this year in 2200 rayons throughout the country and will cover 100,000 stores and 5000 public food service enterprises. As a result of adoption of standardization, renovation of trade enterprises and, most important, adaptation of non-trade facilities for trade activities, and adoption of more efficient procedures in trade processes, particularly self-service, a total of 2.5 million square meters of floor space has been obtained in the current five-year plan for stocking and displaying goods. New construction of this amount of square footage would have cost at least 1 billion rubles. Renovation costs totaled less than 300 million rubles. At enterprises where efficiency innovations have been adopted, labor productivity is 15-20 percent higher, while the goods turnover cycle has sped up by 5-7 days.

In the new five-year plan it is planned to perform efficiency improvements in all areas of activities of 800 rayon unions of consumer cooperatives and rayon consumer societies, 125,000 trade enterprises and of rayon consumer societies, and more than 5000 restaurants and canteens. Together with improving the structure of management, adopting more efficient procedures and processes, as well as new construction, for which more than 5 billion rubles have been allocated, tens of thousands of cooperative enterprises will be renovated and refurbished. We are expecting from comprehensive efficiency improvement substantial direct economic effect from savings in

capital investment. This should help boost goods turnover by more than 20 percent in the 11th Five-Year Plan, with a 20-22 percent increase in volume of procurement and goods manufacture, with a capital investment increase of less than 10 percent, as well as a sharp improvement in the quality of trade servicing of the public. As we see, intensification of all sectors will be carried out.

Already today trade in the village differs little from urban trade. Large, modern trade centers and complexes, department stores and self-service general stores, specialized stores selling household goods, canteens, restaurants, and coffee-houses have become an integral component part of rural communities. Stores which are of kinds quite new to the village have appeared: "Equipment," "Music," "Children's World," "Sporting Goods," as well as furniture sales showrooms. In time not less than 2.7 million square meters of new merchandising facilities floor area will go into operation in the village, as well as 225,000 public food services enterprise accommodations, and a large number of grocery stores and grocery departments, cafeterias, shops for producing semi-processed foods and food articles, stores selling meat, milk, fruits and vegetables, warehouses, storage facilities, and refrigeration facilities.

In large cities there has been rapid growth in recent years of the network of consumer cooperative stores selling farm produce, which is purchased from the population at agreed-upon prices. At the present time more than 15,000 urban cooperative trade stores are in operation, and already approximately 20 percent of the total goods turnover of consumer cooperatives is accounted for by cities and industrial centers. Tsentrosoyuz intends to continue expanding the network of these stores and improving their operations.

Comprehensive efficiency improvement is producing considerable results from more intelligent utilization of fixed assets and equipment, from adoption of advanced technology, in particular direct flow of goods from manufacturing enterprise to retail store in the packaging in which it is sold to the retail customer, from adoption of bulk transport and storage of flour, non-stop preparation of dough, adoption of modern methods of preserving farm products, and adoption of computer hardware and automated systems.

We have another long-range comprehensive program — to achieve a substantial increase in commodity resources for more fully satisfying the public's goods requirements. It is a matter not only of strengthening work between unions of consumer cooperatives and Tsentrosoyuz on the one hand and state and local industry on the other aimed at increasing production and improving the quality of goods, but also efforts by cooperative officials to expand manufacture of goods at cooperative enterprises, purchases of farm produce from kolkhozes and private individuals, bringing local commodity resources into circulation, and development of foreign trade.

Utilizing all these channels, every year consumer cooperatives bring into the market goods valued at approximately 15-17 billion rubles, which comprises approximately 20 percent of the total volume of consumer cooperative retail goods turnover.

The program calls for substantial growth in food products output during the five-year plan. These include bread and flour products, sausage and confectionery products, various canned goods, beer and soft drinks, juices, jams, jellies and

preserves, dried fruit, etc. The program also calls for producing 360,000 tons of meat, poultry, and lard by fattening and raising livestock and poultry in cooperative farming operations, and a fish catch totaling more than 55,000 tons. Cooperative workers are accomplishing the task of setting up in conjunction with each of the largest food industry enterprises and economic-accountability public food service associations livestock fattening operations on the basis of food waste and scraps from canteens, restaurants and canneries, as well as subsidiary operations growing early greens and vegetables.

One important area for increasing food product resources is expanded production, by 50 percent, of processed foodstuffs during the five-year plan, a 30 percent increase for culinary items, and a 40 percent increase for confectionery and bakery goods.

Consumer cooperatives also produce large volumes of non-food goods (furniture, wearing apparel, footwear, knitwear, tableware, knickknacks, toys, building materials and trade-process equipment). Cooperatives are successfully developing the raising of fur-bearing animals on a commercial basis. During the new five-year plan production of all non-food goods will increase by 40 percent and will total approximately 2 billion rubles.

Another most important channel for replenishing commodity resources is procurement of agricultural products and raw materials, as well as wild-growing plants. In 1979 a total of 7.6 billion rubles worth of these commodities was brought onto the market. Cooperatives have specified in their long-range program the target of increasing, together with procurements on the basis of state plans and at state prices, the purchase of surpluses of agricultural products from kolkhozes and private farming plots from the general public at mutually agreed-upon prices, with resale in cities, towns and worker communities. During the five-year plan approximately 5 million tons of meat, lard, poultry, and rabbit meat, 15 million tons of potatoes, more than 7 million tons of fruits and vegetables, 6.3 billion eggs, 700,000 tons of wild-growing plants, and a large quantity of mushrooms, honey and other foodstuffs will be sold to the general public on the basis of these purchases.

Efficiency improvement in this sector is being achieved on the basis of expansion of contractual arrangements between procurement people and agricultural producers, agricultural production on order, improvement in organization of uninterrupted procurement of agricultural products from private citizens and kolkhozes, and increased material incentive for suppliers of agricultural products. During the five-year plan, an additional 12,000 new permanent delivery-procurement stations will be set up in the villages in addition to presently-existing facilities; direct on-farm acceptance of agricultural products is being organized. Cooperative organizations are selling for the most part high-demand goods to suppliers of agricultural products, as well as orchard, gardening and other farming equipment and supplies. In order to increase procurements of wild-growing plants, there is occurring expansion of the network of combined procurement-processing stations, industrial bases, and "forest camps" for harvesters of the gifts of nature.

Improvement in supply of goods to the public is also promoted by development of consumer cooperative foreign-trade relations. They are presently dealing with cooperatives and firms in 44 different countries. Imported goods are channeled to rural trade enterprises.

Finally, our third comprehensive long-range program calls for decreasing the employment of manual labor on the basis of mechanization, adoption of modern technology and other scientific and technological advances. Implementation of this program will promote improvement of efforts and increase in the labor productivity of cooperative workers.

There are unquestionably many serious shortcomings and unresolved problems in the work of many unions of consumer cooperatives and rayon consumer societies. Excellence of trade servicing of the public has not yet been achieved in all localities, supply of some goods is intermittent, and facilities in a number of oblasts and autonomous republics are lagging behind today's demands. Tsentrosoyuz and the unions of consumer cooperatives are working hard in the localities to correct these deficiencies.

An important position in all the multifaceted activities of this country's consumer cooperatives is occupied by Belorussia's cooperative workers, whose work is distinguished by initiative and a high degree of effectiveness.

Within the Belkoopsoyuz system, comprehensive improvement in efficiency of trade and public food services is being carried out at a more rapid pace; it is now being accomplished in the majority of stores, restaurants and canteens, which has made it possible for all unions of consumer cooperatives and rayon consumer societies as well as approximately 90 percent of trade and public food services enterprises to achieve goods turnover targets on a regular basis.

The experience and know-how of Belorussian cooperative workers is being closely studied by officials in other republics. In the fall of 1977 Tsentrosoyuz held a national seminar on problems of comprehensive efficiency improvement, based on the performance of the Grodnenskaya Oblast Union of Consumer Cooperatives. This seminar provided this country's cooperative workers with a substantial impetus in the area of improving trade.

Belorussia's cooperative workers in turn are vigorously studying the advanced know-how of other unions of consumer cooperatives, in particular those of the Ukraine, Rostovskaya Oblast, Lithuania, and Uzbekistan, and are adopting this know-how taking local conditions into account.

Belorussia's cooperative workers are laboring persistently and successfully on implementation of the comprehensive program to increase commodity resources. In particular, Belkoopsoyuz drew up a concrete plan for producing meat, vegetable and fruit products at cooperative enterprises. Plans call for producing 10-12 thousand tons of meat per year at cooperative feedlot operations, and reestablishment of such agricultural production sectors as raising rabbits and growing early vegetables under glass and in the open.

Their words are not at variance with their deeds. At the present time consumer cooperative livestock-fattening operations in this republic contain approximately 20,000 hogs (three times more than last year), more than 3000 head of cattle, and almost 100,000 rabbits.

Developing within the Belkoopsoyuz system is the production of non-food items, chiefly from secondary raw materials. This year alone output will increase by more

than 20 percent, totaling 10 million rubles. Unions of consumer cooperatives and rayon consumer societies are successfully carrying out facilities construction and renovation plans, other targets and adopted socialist pledges honoring the 26th CPSU Congress.

The excellent achieved growth and development results for the cooperative economy in Belorussia is a result of constant attention and support of Belkoopsoyuz, the unions of consumer cooperatives and rayon consumer societies by party and Soviet agencies. The Central Committee of the Communist Party of Belorussia, oblast and rayon committees of the CPB, and the Soviets are constantly concerned with improving the material and cultural living standards of the people of this republic and actively support useful initiative by cooperative workers for improving trade and public food services for agricultural workers.

We know that many shortcomings still occur in the work of unions of consumer cooperatives and rayon consumer societies in Belorussia. In particular, Belkoopsoyuz is still doing a poor job of organizing procurement of honey, medicinal and technical raw materials, and wild-growing products, especially mushrooms, cranberries, and cowberries. There has not occurred substantial change in this matter in recent years; effective forms of working with the public have not been found, especially with schoolchildren and retired persons. Belkoopsoyuz should draw the requisite conclusions from this.

The final year of the five-year plan for Soviet consumer cooperatives is also characterized by the fact that the 27th Congress of the International Cooperative Alliance will be held this October in Moscow, the capital of our homeland. Soviet cooperative workers and the entire progressive cooperative community throughout the world view this as recognition by the international cooperative movement of our country's high prestige and the foreign policy of the CPSU, as well as the great prestige and authority of Soviet consumer cooperatives in the campaign for peace, democracy, and social progress.

USSR Tsentrosoyuz currently maintains friendly and business relations with cooperative workers in 107 countries and exchanges with them delegations, literature, technical documentation, and information. It develops collaboration with cooperative organizations in the socialist countries on the basis of long-term agreements, within the framework of socialist economic integration, and is expanding its contacts with cooperatives in capitalist countries; it renders considerable assistance to cooperatives in developing countries, in training their cadres: in the last five years alone 750 foreign cooperative officials have received training at Tsentrosoyuz training establishments.

A report by the Central Committee of the International Cooperative Alliance on work performed during the last four years, amendments to the bylaws of the alliance, a report entitled "Cooperatives in the Year 2000," as well as the International Cooperative Alliance document "A Decade of Cooperative Development," which outlines the future work of the alliance and national organizations in the area of development of cooperatives in the nations of Asia, Africa, and Latin America will be discussed at the 27th Congress of the International Cooperative Alliance.

Soviet cooperative workers will do everything necessary to ensure that this international cooperative forum is successful and promotes further strengthening of the solidarity of cooperative workers of the various countries in achieving their common goals.

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